

**AUDITED FINANCIAL STATEMENTS
AND OTHER FINANCIAL INFORMATION**

**JOINT ECONOMIC AND COMMUNITY
DEVELOPMENT BOARD
OF WILSON COUNTY, TENNESSEE**

YEAR ENDED JUNE 30, 2010

JOINT ECONOMIC AND COMMUNITY
DEVELOPMENT BOARD
OF WILSON COUNTY, TENNESSEE

JUNE 30, 2010

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INDEPENDENT AUDITORS' REPORT

The Comptroller of the Treasury
and the Board of Directors
Joint Economic and Community Development
Board of Wilson County, Tennessee
Lebanon, Tennessee

We have audited the accompanying financial statements of the governmental activities and the major fund information of the Joint Economic and Community Development Board of Wilson County, Tennessee, as of and for the year ended June 30, 2010, which collectively comprise the Joint Economic and Community Development Board's basic financial statements as listed in the table of contents. These financial statements are the responsibility of the Joint Economic and Community Development Board of Wilson County's management. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in Government Auditing Standards, issued by the Comptroller General of the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the respective financial position of the governmental activities and the major fund of the Joint Economic and Community Development Board of Wilson County as of June 30, 2010, and the respective changes in financial position thereof for the year then ended in conformity with accounting principles generally accepted in the United States of America.

In accordance with Government Auditing Standards, we have also issued our report dated September 13, 2010 on our consideration of the Joint Economic and Community Development Board of Wilson County's internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts and grant agreements and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with Government Auditing Standards and should be considered in assessing the results of our audit.

The management's discussion and analysis on pages 5 – 8 and the schedule of funding progress for other postemployment benefits on page 23 are not a required part of the basic financial statements but are supplementary information required by accounting principles generally accepted in the United States of America. We have applied certain limited procedures, which consisted principally of inquiries of management regarding the methods of measurement and presentation of the required supplementary information. However, we did not audit the information and express no opinion on it.

Our audit was conducted for the purpose of forming an opinion on the basic financial statements taken as a whole. The supplemental schedule of principal officials and schedule of insurance coverage on pages 29 – 30 and the schedule of revenues and expenditures comparison of budget to actual on page 28 are presented for purposes of additional analysis and are not a required part of the basic financial statements. The schedules of principal officials and insurance have not been subjected to the auditing procedures applied in the audit of the basic financial statements and, accordingly, we express no opinion on them. The schedule of revenues and expenditures comparison of budget to actual has been subjected to the auditing procedures applied in the audit and is fairly stated, in all material respects, to the financial statements taken as whole.

Dempsey Vantrease & Follis PLLC

Lebanon, Tennessee

September 31, 2010

Management's Discussion And Analysis

This section of the Joint Economic & Community Development Board of Wilson County's audited financial statements presents our discussion and analysis of the Organization's financial performance during the fiscal year that ended on June 30, 2010. Please read it in conjunction with the financial statements, which follow this section.

Financial Highlights

- The Organization's net assets decreased \$18,764 (15.14%) over the course of this year's operations. For the fiscal year ended June 30, 2009, net assets decreased \$3,345.
- During the year, the Organization's revenues generated in grants, local government allocations and charges for services, totaling \$348,549, were \$19,254 less than expenses. In the prior year, operating expenses exceeded revenues by \$4,208.
- The total cost of the Organization's activities rose 4.26% in the fiscal year ended June 30, 2010. The increase was mainly due to increases in marketing expenses related to attracting businesses to Wilson County.
- Balances of cash increased \$870 (0.70%) during the fiscal year ended June 30, 2010.

Overview Of The Financial Statements

This annual report consists of three parts – management's discussion and analysis (this section), the basic financial statements, and required supplementary information. The basic financial statements include two kinds of statements that present different views of the Organization:

- The first two statements are government-wide financial statements that provide both long-term and short-term information about the Organization's overall financial status.
- The remaining statements are fund financial statements that focus on individual parts of the Organization, reporting the Organization's operations in more detail than the government-wide statements.
- The governmental funds statements tell how general government services were financed in the short term as well as what remains for future spending.

The financial statements also include notes that explain some of the information in the financial statements and provide more detailed data. The statements are followed by a section of required supplementary information that further explains and supports the information in the financial statements.

Government-wide Statements

The government wide statements report information about the Organization as a whole using accounting methods similar to those used by private-sector companies. The statement of net assets includes all of the Organization's assets and liabilities. All of the current year's revenues and expenses are accounted for in the statement of activities regardless of when cash is received or paid. The two government-wide statements report the Organization's net assets and how they have changed. Net assets – the difference between the Organization's assets and liabilities – is one way to measure the Organization's financial health, or position.

- Over time, increases or decreases in the Organization's net assets are an indicator of whether its financial health is improving or deteriorating, respectively.
- To assess the overall health of the Organization you need to consider additional non-financial factors.

Fund Financial Statements

The fund financial statements provide more detailed information about the Organization's most significant funds – not the Organization as a whole. Funds are accounting devices that the Organization uses to keep track of specific sources of funding and spending for particular purposes.

- Some funds are required by State law and bond covenants.
- Other funds are established to control and manage money for particular purposes or to show that the government is properly using taxes.

The Organization has only one kind of fund:

- Governmental funds – Most basic services are included in governmental funds, which focus on (1) how cash and other financial assets that can readily be converted to cash flow in and out and (2) the balances left at year-end that are available for spending. Consequently, the governmental funds statements provide a detailed short-term view that helps you determine whether there are more or fewer financial resources that can be spent in the near future to finance programs. Because this information does not encompass the additional long-term focus of the government-wide statements, a reconciliation is presented at the bottom of the government funds statements, or on the subsequent page, that explains the relationships (or differences) between them.

Financial Analysis Of The Organization As A Whole

Net Assets. The Organization's net assets decreased \$18,764 between fiscal years 2009 and 2010. In comparison, net assets for the fiscal year ended June 30, 2009 decreased \$3,345 from the fiscal year ended June 30, 2008. Net income from ongoing operations decreased \$15,045.

| Net Assets | | | |
|---------------------------------|-------------------|-------------------|----------|
| June 30, 2010 and June 30, 2009 | | | |
| | 2010 | 2009 | % Change |
| <u>Assets</u> | | | |
| Current & Other Assets | \$125,926 | \$125,056 | 0.70% |
| Capital Assets | <u>\$ 31,077</u> | <u>\$ 30,884</u> | 0.62% |
| Total Assets | <u>\$157,003</u> | <u>\$ 155,940</u> | 0.68% |
| <u>Liabilities</u> | | | |
| Current & Other Liabilities | \$ 51,807 | \$ 31,979 | 62.00% |
| <u>Net Assets</u> | | | |
| Invested in Capital Assets | \$ 31,077 | \$ 30,884 | 0.62% |
| Unrestricted Net Assets | <u>\$ 74,119</u> | <u>\$ 93,077</u> | -20.37% |
| Total Net Assets | \$ 105,196 | \$123,961 | -15.14% |
| Total Liabilities & Net Assets | <u>\$ 157,003</u> | <u>\$155,940</u> | 0.68% |

Changes In Net Assets. The Organization's operating revenues were virtually unchanged. The Organization's primary sources of revenue are grants, local government allocations and program fees.

Changes In Net Assets
June 30, 2010 and June 30, 2009

| | 2010 | 2009 | % Change |
|-----------------------------------|--------------------|------------------|----------|
| Operating Revenues | \$348,549 | \$348,549 | 0.00% |
| Operating Expenses | <u>\$367,803</u> | <u>\$352,757</u> | 4.27% |
| Net Income from Operations | \$ (19,254) | \$ (4,208) | 357.56% |
| Non-operating Income | <u>\$ 490</u> | <u>\$ 863</u> | -43.22% |
| Increase/(Decrease) in Net Assets | <u>\$ (18,764)</u> | <u>\$ 3,345</u> | 460.96% |

Capital Assets. As of June 30, 2010 the Organization had invested \$84,332 in capital assets including improvements to the space they have leased for offices and various items of office equipment and furnishings. This amount represents a net increase (including additions and deductions) of \$7,186, or 9.31%, over the prior year. More detail about the Organization's capital assets is available in Note 6 to the financial statements.

The Organization's fiscal year 2011 capital budget does not project any additions to capital assets.

Contacting The Organization's Financial Management

This financial report is designed to provide the citizens, taxpayers and clients of the Joint Economic & Community Development Board of Wilson County with a general overview of the Organization's finances and to demonstrate the Organization's accountability for the money it receives. If you have questions about this report or need additional information, contact the Joint Economic & Community Development Board of Wilson County, 115 N Castle Heights Ave., Suite 102, Lebanon, TN 37087, Phone: 615.443.1210.

GOVERNMENT-WIDE STATEMENTS

JOINT ECONOMIC AND COMMUNITY DEVELOPMENT BOARD
OF WILSON COUNTY, TENNESSEE
STATEMENT OF NET ASSETS
June 30, 2010

| | <u>Governmental Activities</u> |
|---|--------------------------------|
| ASSETS | |
| Cash and Cash Equivalents | \$ 125,926 |
| Property & Equipment (Net of Accumulated Depreciation) | <u>31,077</u> |
| Total Assets | <u><u>\$ 157,003</u></u> |
| LIABILITIES AND NET ASSETS | |
| Accrued Compensated Absences | <u>\$ 17,051</u> |
| Total Current Liabilities | 17,051 |
| Other Liabilities | |
| OPEB Obligation | <u>34,756</u> |
| Total Liabilities | 51,807 |
| Net Assets | |
| Invested In Capital Assets | 31,077 |
| Unrestricted | <u>74,119</u> |
| Total Net Assets | <u><u>105,196</u></u> |
| Total Liabilities and Net Assets | <u><u>\$ 157,003</u></u> |

See accompanying notes to financial statements.

JOINT ECONOMIC AND COMMUNITY DEVELOPMENT BOARD
OF WILSON COUNTY, TENNESSEE
STATEMENT OF ACTIVITIES
YEAR ENDED JUNE 30, 2010

| Functions/Programs | Program Revenues | | | Net (Expense) Revenue and Changes in Net Assets |
|---------------------------------------|------------------|-------------------------|-----------------------------|--|
| | Expenses | Charges For Services | Grants and Contributions | |
| Governmental Activities | | | | |
| Industrial Development Promotion | \$ (172,795) | \$ - | \$ - | \$ (172,795) |
| General & Administrative | (195,008) | - | - | (195,008) |
| | <u>(367,803)</u> | <u>-</u> | <u>-</u> | <u>(367,803)</u> |
| General Revenues | | | | |
| Appropriation From Wilson County | | | | 242,590 |
| Appropriation From City of Lebanon | | | | 59,602 |
| Appropriation From City of Mt. Juliet | | | | 42,523 |
| Appropriation From City of Watertown | | | | 3,834 |
| Interest Income | | | | 490 |
| Total General Revenues | | | | <u>349,039</u> |
| Change In Net Assets | | | | <u>(18,764)</u> |
| Net Assets, Beginning of Year | | | | 130,004 |
| Prior Period Adjustment | | | | (6,044) |
| Net Assets, End of Year | | | | <u>\$ 105,196</u> |

FUND STATEMENTS

JOINT ECONOMIC AND COMMUNITY DEVELOPMENT BOARD
OF WILSON COUNTY, TENNESSEE
BALANCE SHEET
GOVERNMENTAL FUND
JUNE 30, 2010

| | <u>GENERAL</u> |
|--|-------------------|
| ASSETS | |
| Cash in bank | <u>\$ 125,926</u> |
| LIABILITIES AND FUND BALANCE | |
| LIABILITIES | |
| Compensated Absences Payable | \$ 1,098 |
| FUND BALANCE | |
| Unrestricted | <u>124,828</u> |
| TOTAL LIABILITIES AND FUND BALANCE | <u>\$ 125,926</u> |
| Reconciliation to the Statement of Net Assets: | |
| Total fund balance - governmental fund | \$ 124,828 |
| Fixed assets are not included in the fund financial statements prepared on the modified accrual basis of accounting. | 31,077 |
| OPEB Obligation is not included in the fund financial statements. | (34,756) |
| Accrued compensated absences - long-term portion | <u>(15,953)</u> |
| Net assets | <u>\$ 105,196</u> |

See accompanying notes to financial statements

JOINT ECONOMIC AND COMMUNITY DEVELOPMENT BOARD
OF WILSON COUNTY, TENNESSEE
STATEMENT OF REVENUES, EXPENDITURES AND CHANGES IN FUND BALANCE
GOVERNMENTAL FUND
YEAR ENDED JUNE 30, 2010

REVENUES

| | |
|---|------------|
| Appropriation from Wilson County, Tennessee | \$ 242,590 |
| Appropriation from Mt. Juliet, Tennessee | 42,523 |
| Appropriation from Watertown, Tennessee | 3,834 |
| Appropriation from Lebanon, Tennessee | 59,602 |
| Interest | 490 |

| | |
|----------------|----------------|
| TOTAL REVENUES | <u>349,039</u> |
|----------------|----------------|

EXPENDITURES

| | |
|---|--------|
| Director's salary | 70,967 |
| Assistant director's salary | 45,997 |
| Staff salary | 35,725 |
| Salary related expenses | 50,952 |
| Rent | 29,517 |
| Office supplies | 3,637 |
| Office equipment rental and maintenance | 5,041 |
| Telephone | 5,239 |
| Professional fees | 4,000 |
| Insurance | 760 |
| Marketing | 70,863 |
| Postage | 1,118 |
| Meetings | 2,226 |
| Travel | 6,161 |
| Dues and subscriptions | 1,965 |
| Vehicle expense | 6,816 |
| Compensated Absence Expense | (566) |
| Capital expenditures | 7,186 |

| | |
|--------------------|----------------|
| TOTAL EXPENDITURES | <u>347,604</u> |
|--------------------|----------------|

| | |
|--------------------------------------|-------|
| EXCESS OF REVENUES OVER EXPENDITURES | 1,435 |
|--------------------------------------|-------|

| | |
|----------------------------|----------------|
| FUND BALANCE, JULY 1, 2009 | <u>123,393</u> |
|----------------------------|----------------|

| | |
|-----------------------------|-------------------|
| FUND BALANCE, JUNE 30, 2010 | <u>\$ 124,828</u> |
|-----------------------------|-------------------|

Reconciliation to the Statement of Activities:

| | |
|--|----------|
| Net Change In Fund Balances - Total Governmental Funds | \$ 1,435 |
|--|----------|

Amounts reported for governmental activities in the statement of activities are different because:

| | |
|---|-------|
| Purchases of fixed assets is an expenditure in the governmental funds, but as increases in property and equipment on the statement of net assets in the government-wide statements. | 7,186 |
|---|-------|

| | |
|---|---------|
| Change in long-term compensated absences is reflected in the the government-wide financial statements as an expense but is not record in the fund financial statements. | (3,014) |
|---|---------|

| | |
|--|----------|
| OPEB obligations are not recorded in the governtal funds but are included in the government-wide statements. | (17,378) |
|--|----------|

| | |
|---|----------------|
| Depreciation is not recorded in the governmental funds but is included in the government-wide statements. | <u>(6,992)</u> |
|---|----------------|

| | |
|--|--------------------|
| Change in Net Assets in Government Wide Financial Statements | <u>\$ (18,763)</u> |
|--|--------------------|

**JOINT ECONOMIC AND COMMUNITY DEVELOPMENT BOARD
OF WILSON COUNTY, TENNESSEE**

NOTES TO FINANCIAL STATEMENTS

June 30, 2010

NOTE 1 - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

A. Reporting Entity

The financial statements present the accounts and operations of the Joint Economic and Community Development Board of Wilson County, Tennessee (the "Board"). The Joint Economic and Community Development Board of Wilson County, Tennessee was created by an inter-local agreement among the participating governments of the County of Wilson, Tennessee, the City of Lebanon, Tennessee, the City of Mt. Juliet, Tennessee, and the City of Watertown, Tennessee, for the purpose of financing projects which will increase trade and commerce, contribute to the general welfare, and create employment in Wilson County, Tennessee. The inter-local agreement is authorized by Tennessee Code Annotated Section 5-1-113.

The Board is governed by a 17 member board of directors serving staggered terms.

The Board is funded primarily by grants from the principal governing bodies in Wilson County based on mutually agreed revenue requirements allocated according to census data.

B. Government-Wide and Fund Financial Statements

The government-wide financial statements include the statement of net assets and the statement of activities. These statements report financial information for the Joint Economic and Community Development Board as a whole. Individual funds are not displayed in the government-wide financial statements and the Organization has only governmental activities supported by government allocations.

The statement of activities reports the expenses of a given function offset by program revenues directly connected with the functional program. A function is an assembly of similar activities and may include portions of a fund or summarize more than one fund to capture the expenses and program revenues associated with a distinct functional activity. Program revenues include: (1) charges for services which report fees, fines and forfeitures, and other charges to users of the Board's services; (2) operating grants and contributions which finance annual operating activities including restricted investment income; (3) capital grants and contributions which fund the acquisition, construction, or rehabilitation of capital assets and include fees to developers. Other revenue sources not properly included with program revenues are reported as general revenues.

JOINT ECONOMIC AND COMMUNITY DEVELOPMENT BOARD

OF WILSON COUNTY, TENNESSEE

NOTES TO FINANCIAL STATEMENTS

June 30, 2010

B. Government-Wide and Fund Financial Statements - Continued

Fund Financial Statements

Fund financial statements are provided for the governmental fund.

C. Measurement Focus, Basis of Accounting, and Financial Statement Presentation

The financial statements of the Joint Economic and Community Development Board are prepared in accordance with generally accepted accounting principles (GAAP).

The government-wide statements report using the economic resources measurement focus and the accrual basis of accounting generally including the reclassification or elimination of internal activity (between or within funds). Revenues are recorded when earned and expenses are recorded when a liability is incurred, regardless of the timing of related cash flows.

Governmental fund financial statements report using the current financial resources measurement focus and the modified accrual basis of accounting. Revenues are recognized when they are both measurable and available. Available means collectible within the current period or soon enough thereafter to pay current liabilities. The Joint Economic and Community Development Board considers revenues to be available if they are collected within 60 days of the end of the fiscal year. Expenditures are recorded when the related fund liability is incurred.

D. Fund Types and Major Funds

The Joint Economic and Community Development Board reports the following major governmental fund:

General Fund – The General Fund is the general operating fund of the Organization. It is used to account for all financial resources except those required to be accounted for in another fund.

JOINT ECONOMIC AND COMMUNITY DEVELOPMENT BOARD

OF WILSON COUNTY, TENNESSEE

NOTES TO FINANCIAL STATEMENTS

June 30, 2010

E. Other Significant Policies

Compensated Absences - Full-time, permanent employees are granted vacation benefits in varying amounts to specified maximums depending on tenure with the Board. Employees are entitled to their accrued vacation leave upon termination. The estimated current portion of the liability for vested vacation benefits is recorded as a liability in the General Fund, if applicable. The non-current and current portion is recorded as a liability in the government-wide financial statements on the statement of net assets. Sick leave accrues to full-time, permanent employees to specified maximums and is paid only when incapacitated by illness or under certain other conditions. On termination, unpaid sick leave will be credited toward years of service. A retiring employee has the option to use unpaid sick leave credit to effect an earlier retirement date, for credit toward years of service on retirement. No liability for unused sick leave is recorded in the financial statements.

NOTE 2 – DEPOSITS WITH FINANCIAL INSTITUTIONS

State statutes authorize the Board to invest in obligations of the United States Government and its agencies; the Local Investment Pool of the State of Tennessee; certificates of deposit; and mutual and money market funds with state approval. Tennessee law requires all deposits with financial institutions other than savings and loan associations to be collateralized in an amount equal to 105% of the face amount of the uninsured deposits.

At June 30, 2010 the bank balance of cash and certificates of deposit is \$138,001. The deposits are insured by FDIC or collateralized under the state bank collateral pool.

**JOINT ECONOMIC AND COMMUNITY DEVELOPMENT BOARD
OF WILSON COUNTY, TENNESSEE**

NOTES TO FINANCIAL STATEMENTS

June 30, 2010

NOTE 3 – RISK MANAGEMENT

The Board is exposed to various risks of loss related to torts; theft of, damage to, and destruction of assets; errors and omissions; injuries to employees; and natural disasters. The Board has secured commercial insurance policies to minimize the risk of these various losses. Any risks not covered, as shown in the schedule of insurance or by health and accident insurance, are uninsured and that risk of loss is retained by the Board. Also, some risk is retained because of deductibles and co-insurance. Settlements have not exceeded insurance coverage in any of the prior three fiscal years.

NOTE 4 – LEASES

The Board leases office space under a three-year lease agreement through March 31, 2012. Rent expense for the year ended June 30, 2010 is \$29,517. Anticipated future lease payments are as follows:

| <u>June 30,</u> | <u>Amount</u> |
|-----------------|---------------|
| 2011 | 29,517 |
| 2012 | 29,517 |

NOTE 5 – PENSION EXPENSE

The retirement plan for the Joint Economic and Community Development Board of Wilson County, Tennessee, has been pooled with the retirement plan of Wilson County through the Tennessee Consolidated Retirement System. Parties interested in the plan's actuarial and other information are referred to the footnotes of the audited financial statements of Wilson County, Tennessee.

The Director of the Organization has elected not to participate in TCRS and has set up an independent retirement account. The employee's contributions are deducted from his paycheck and the Organization matches a percent of his salary equal to the percent contributed for other employees to the TCRS.

For the year ended June 30, 2010, the Board's required and actual contributions to TCRS and to the Director's retirement plan were equal to its annual pension cost of \$19,086.

**JOINT ECONOMIC AND COMMUNITY DEVELOPMENT BOARD
OF WILSON COUNTY, TENNESSEE**

NOTES TO FINANCIAL STATEMENTS

June 30, 2010

NOTE 6 – FIXED ASSETS

In the government wide financial statements, fixed assets are recorded at cost and depreciated over their estimated useful lives. Office equipment is generally depreciated over 5 years, furniture and fixtures over 7 years, and leasehold improvements over 30 years using the straight line method. A summary of fixed assets for the fiscal year ended June 30, 2010 is presented below:

| | <u>Balance July 1, 2009</u> | <u>Additions</u> | <u>Reduction</u> | <u>Balance June 30, 2010</u> |
|---|---------------------------------|------------------|------------------|----------------------------------|
| Office Equipment, Furniture & Leasehold Improvements | \$77,148 | \$ 7,186 | \$ - | \$ 84,332 |
| Less Accumulated Depreciation | | | | <u>(53,255)</u> |
| Property & Equipment Net of Accumulated Depreciation | | | | <u>\$ 31,077</u> |

Depreciation expense for the fiscal year ended June 30, 2010 was \$6,992.

NOTE 10 – OTHER POSTEMPLOYMENT BENEFITS(OPEB)

The Joint Economic and Community Development Board 's full-time employees are included in Wilson County's plan for health, dental and prescription coverage. The Wilson County plan is a single employer plan that offers pre-65 retirees and dependents one of two plans depending on when the participant is hired (before or after March 1, 2000). Once a participant turns age 65, the health plan provision provides medical benefits through a Medicare Supplement Plan and prescription drug benefit through the county's self-insured plan. Upon death, retirees receive a \$2,000 life insurance benefit.

**JOINT ECONOMIC AND COMMUNITY DEVELOPMENT BOARD
OF WILSON COUNTY, TENNESSEE**

NOTES TO FINANCIAL STATEMENTS

June 30, 2010

NOTE 10 – OTHER POSTEMPLOYMENT BENEFITS (OPEB), CONTINUED

An employee who retires or becomes disabled from the Board is eligible for retiree health coverage upon meeting one of the following requirements: (1) hired prior to July 1, 1992; ten years of service with the last eight consecutive, (2) hired between July 1, 1992 and August 31, 1998; age 45 with ten years of service with the last eight consecutive, or (3) hired on or after September 1, 1998; the earlier of age 55 with ten years of service with the last eight consecutive; age 60 with ten years of service with the last year under the plan; or at any age with 30 years of service.

If a retiree is eligible for health insurance coverage and spouse coverage has been in effect for a minimum of one year prior to the employee's retirement, the plan will also provide health coverage for the retiree's spouse. This coverage will continue for as long as the spouse lives, even if the retiree dies before the spouse.

Eligible retirees are not required to share the cost of health insurance. Eligible dependents and disabled former employees who do not meet retirement eligibility requirements are required to share the cost of health insurance.

Annual OPEB Cost and Net OPEB Obligation

The OPEB cost and net OPEB obligation were estimated based on the January 1, 2007 actuarial valuation for Wilson County's plan as a whole, which includes the Board's employees. The Joint Economic and Community Development Board's portion of the OPEB cost and obligation were not separately determined in that report. Therefore, an estimated cost per participant was determined based on the total insurance expense for Wilson County divided by the insurance cost for the Joint Economic and Community Development Board. This ratio was then multiplied by the ARC, interest on the NPO, and Adjustment to the ARC for Wilson County as a whole to arrive at the OPEB cost and liability of \$17,378 for the Joint Economic and Community Development Board. The OPEB cost is included in industrial development promotion expenses on the statement of activities.

**JOINT ECONOMIC AND COMMUNITY DEVELOPMENT BOARD
OF WILSON COUNTY, TENNESSEE**

NOTES TO FINANCIAL STATEMENTS

June 30, 2010

NOTE 10 – OTHER POSTEMPLOYMENT BENEFITS (OPEB), CONTINUED

| | |
|---|------------------|
| ARC | \$ 17,550 |
| Interest on the NPO | 925 |
| Adjustment to the ARC | <u>(1,097)</u> |
| Annual OPEB Cost | 17,378 |
| Amount of Contribution | <u>-</u> |
| Increase/(Decrease) In NPO | 17,378 |
| Net OPEB Obligation, 7/1/2009, Restated | 17,378 |
| Net OPEB Obligation, 6/30/10 | <u>\$ 34,756</u> |

| Year End | Plan | Annual OPEB Cost | OPEB Cost Contributed | Obligation a Year End |
|-----------|------------------------------|---------------------|--------------------------|--------------------------|
| 6/30/2009 | Postemployment Benefits Plan | \$ 17,378 | 0% | \$ 17,378 |
| 6/30/2010 | Postemployment Benefits Plan | \$ 17,378 | 0% | \$ 17,378 |

*Data not available for one preceding year

Funded Status and Funding Progress

The funded status of the plan as of June 30, 2010 is as follows:

| | |
|--|------------|
| Actuarial Valuation Date | 1/1/2007 |
| Actuarial Accrued Liability (AAL) | \$ 134,603 |
| Actuarial Value of Plan Assets | \$ - |
| Unfunded Actuarial Accrued Liability (UAAL) | \$ 134,603 |
| Actuarial Value of Plan Assets As A % Of The AAL | 0% |
| Covered Payroll (Active Plan Members) | \$ 81,722 |
| UAAL As A % Of Covered Payroll | 165% |

JOINT ECONOMIC AND COMMUNITY DEVELOPMENT BOARD

OF WILSON COUNTY, TENNESSEE

NOTES TO FINANCIAL STATEMENTS

June 30, 2010

NOTE 10 – OTHER POSTEMPLOYMENT BENEFITS (OPEB), CONTINUED

Actuarial valuations involve estimates of the value of reported amounts and assumptions about the probability of events far into the future, and actuarially determined amounts are subject to continual revision as actual results are compared to past expectations and new estimates are made about the future. The Schedule of Funding Progress, presented as required supplementary information following the notes to the financial statements, presents multi-year trend information about whether the actuarial value of plan assets is increasing or decreasing over time relative to the actuarial accrued liability for benefits.

Actuarial Methods and Assumptions

Calculations are based on the types of benefits provided under the terms of the substantive plan at the time of each valuation and on the pattern of sharing costs between the employer and plan members to that point. Actuarial calculations reflect a long-term perspective. Consistent with that perspective, actuarial methods and assumptions used to include techniques that are designed to reduce short-term volatility in actuarial accrued liabilities and the actuarial value of assets.

In the January 1, 2007 actuarial valuation, the projected unit credit actuarial cost method was used.

The actuarial assumptions included a 5.5 percent discount rate, an annual healthcare cost trend rate of nine percent initially, reduced by decrements to an ultimate rate of 5.5 percent after seven years, and an annual dental cost trend rate of five percent. Both rates include a three percent inflation assumption. The unfunded actuarial accrued liability is being amortized as a level percentage of payroll on a closed basis over a 30 year period beginning with June 30, 2008.

NOTE 11 – PRIOR PERIOD ADJUSTMENT

As described in Note 10, the Joint Economic Community Development Board was required to begin accruing a liability in the government-wide financial statements for its post employment benefit programs in the fiscal year ended June 30, 2009. The actuarial study done for Wilson County's post employment benefits did not separate out certain component units and other participants in its post employment benefits program, including the Joint Economic and Community Development Board. Accordingly, the liability recorded for June 30, 2009 was made from the best information available at that time which now appears to be understated by \$6,044. Accordingly, for the fiscal year ended June 30, 2009, change in net assets in the government-wide financial statements was overstated by \$6,044 and net assets was overstated by \$6,044.

JOINT ECONOMIC AND COMMUNITY DEVELOPMENT BOARD
SCHEDULE OF FUNDING PROGRESS FOR OTHER
POSTEMPLOYMENT BENEFITS
JUNE 30, 2010

| Actuarial Valuation Date | Actuarial Value of Plan Assets (a) | Actuarial Accrued Liability (AAL) (b) | Unfunded AAL (UAAL) (b-a) | Funded Ratio (a/b) | Covered Payroll (c) | UAAL as a Percentage of Covered Payroll ((b-a)/c) |
|--------------------------------|---|---|------------------------------------|--------------------------|---------------------------|---|
| 1/1/2007 | \$ - | \$ 134,603 | \$ 134,603 | 0% | \$ 79,473 | 169% |
| 1/1/2007 | \$ - | \$ 134,603 | \$ 134,603 | 0% | \$ 81,722 | 165% |

* Data not available for one preceding years.

INTERNAL CONTROL AND COMPLIANCE

REPORT ON INTERNAL CONTROL OVER FINANCIAL REPORTING AND ON COMPLIANCE
AND OTHER MATTERS BASED ON AN AUDIT OF FINANCIAL STATEMENTS PERFORMED
IN ACCORDANCE WITH *GOVERNMENT AUDITING STANDARDS*

To the Joint Economic and Community Development Board
Lebanon, Tennessee

We have audited the financial statements of the governmental activities and the major fund of the Joint Economic and Community Development Board, as of and for the year ended June 30, 2010, which collectively comprise the Joint Economic and Community Development Board's basic financial statements and have issued our report thereon dated September 13, 2010. We conducted our audit in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States.

Internal Control Over Financial Reporting

In planning and performing our audit, we considered the Joint Economic and Community Development Board's internal control over financial reporting as a basis for designing our auditing procedures for the purpose of expressing our opinion on the financial statements, but not for the purpose of expressing an opinion on the effectiveness of the Joint Economic and Community Development Board's internal control over financial reporting. Accordingly, we do not express an opinion on the effectiveness of the Joint Economic and Community Development Board's internal control over financial reporting.

A deficiency in internal control exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct misstatements on a timely basis. A material weakness is a deficiency, or combination of deficiencies, in internal control, such that there is a reasonable possibility that a material misstatement of the entity's financial statements will not be prevented, or detected and corrected on a timely basis.

Our consideration of internal control over financial reporting was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control over financial reporting that might be significant deficiencies, or material weaknesses. We did not identify any deficiencies in internal control over financial reporting that we consider to be material weaknesses, as defined above.

Compliance and Other Matters

As part of obtaining reasonable assurance about whether Joint Economic and Community Development Board's financial statements are free of material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements, noncompliance with which could have a direct and material effect on the determination of financial statement amounts. However, providing an opinion on compliance with those provisions was not an objective of our audit, and accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

We noted certain matters that we reported to management of Joint Economic and Community Development Board , in a separate letter dated September 13, 2010.

This report is intended solely for the information and use of management, the board of directors, others within the entity, and pass-through entities and is not intended to be and should not be used by anyone other than these specified parties.

Dempsey Vantrease & Follis PLLC
Lebanon, Tennessee
September 13, 2010

SUPPLEMENTARY SCHEDULES

JOINT ECONOMIC AND COMMUNITY DEVELOPMENT BOARD
OF WILSON COUNTY, TENNESSEE
REVENUES AND EXPENDITURES COMPARISON OF BUDGET TO ACTUAL -
YEAR ENDED JUNE 30, 2010

| | ORIGINAL BUDGET | FINAL BUDGET | ACTUAL | VARIANCE |
|---|--------------------|-----------------|-------------------|-----------------|
| REVENUES | | | | |
| Appropriation from Wilson County, Tennessee | \$ 242,590 | \$ 242,590 | \$ 242,590 | \$ - |
| Appropriation from Mt. Juliet, Tennessee | 42,523 | 42,523 | 42,523 | - |
| Appropriation from Watertown, Tennessee | 3,834 | 3,834 | 3,834 | - |
| Appropriation from Lebanon, Tennessee | 59,602 | 59,602 | 59,602 | - |
| Interest | - | - | 490 | 490 |
| TOTAL REVENUES | 348,549 | 348,549 | 349,039 | 490 |
| EXPENDITURES | | | | |
| Director's salary | 70,967 | 70,967 | 70,967 | - |
| Assistant director's salary | 45,997 | 45,997 | 45,997 | - |
| Staff salary | 33,475 | 35,725 | 35,725 | - |
| Salary related expenses | 51,795 | 50,023 | 50,952 | (928) |
| Rent | 29,517 | 29,517 | 29,517 | - |
| Office supplies | 4,200 | 3,637 | 3,637 | - |
| Office equipment rental and maintenance | 8,109 | 8,363 | 5,041 | 3,322 |
| Telephone | 5,200 | 5,239 | 5,239 | - |
| Professional fees | 4,000 | 4,000 | 4,000 | - |
| Insurance | 2,693 | 2,054 | 760 | 1,294 |
| Marketing | 70,786 | 74,728 | 70,863 | 3,865 |
| Postage | 2,000 | 1,118 | 1,118 | - |
| Meetings | 4,200 | 2,226 | 2,226 | - |
| Travel | 5,750 | 6,161 | 6,161 | - |
| Dues and subscriptions | 3,045 | 1,965 | 1,965 | - |
| Vehicle expense | 6,816 | 6,816 | 6,816 | - |
| Compensated Absence Expense | - | - | (566) | 566 |
| Capital expenditures | - | - | 7,186 | (7,186) |
| TOTAL EXPENDITURES | 348,550 | 348,536 | 347,604 | 933 |
| EXCESS OF REVENUES OVER EXPENDITURES | \$ (1) | \$ 13 | \$ 1,435 | \$ 1,423 |
| FUND BALANCE, JULY 1, 2009 | | | 123,393 | |
| FUND BALANCE, JUNE 30, 2010 | | | \$ 124,828 | |

NOTE 1 - Formal budgetary accounting is employed as a management control of the Board's fund. An annual operating budget is adopted each year by approval of the Board of Directors. The same basis of accounting is used to reflect actual and budgeted expenditures. Management can make line item transfers but cannot increase the overall budget without Board approval. All unencumbered appropriations lapse at the end of each fiscal year. This is not a legally adopted budget and, accordingly, this is not a required financial statement.

JOINT ECONOMIC AND COMMUNITY DEVELOPMENT BOARD
OF WILSON COUNTY, TENNESSEE

SCHEDULE OF PRINCIPAL OFFICIALS (UNAUDITED)

JUNE 30, 2010

| <u>Name</u> | <u>Title</u> | <u>Bond Amount</u> |
|-----------------------|----------------------|--------------------|
| <u>Board Officers</u> | | |
| Nelson Steed | Chairman | \$ 100,000 |
| Don Chambers | Vice-Chairman | |
| Phillip Smartt | Treasurer-ex-officio | 100,000 |
| Stratton Bone | Secretary | 100,000 |
| Robert Rochelle | Attorney | |

Executive Committee Officers

| | |
|-----------------|-----------|
| Mike Jennings | Chairman |
| Dianne Fletcher | Secretary |
| Phil Smartt | Treasurer |
| Robert Rochelle | Attorney |

Staff

| | | |
|-----------------|--------------------|---------|
| Dianne Fletcher | Assistant Director | 100,000 |
| Tammy Stokes | MIS Specialist | 100,000 |
| G C Hixson | Executive Director | 100,000 |

Directors

| | |
|-----------------|------------------|
| Gilbert Graves | Kevin Huddleston |
| Don Fox* | Jim Hunter |
| Sheila Luckett* | Paul Abercrombie |
| Robert Dedman* | Don Chambers |
| Mike Jennings * | Nelson Steed* |
| Haywood Barry | George Briscoe |
| Bill Patton | Robin Vance |
| Brandon Howard | Linda Elam |
| Paul Stumb | |

* - Executive Committee Member

JOINT ECONOMIC AND COMMUNITY DEVELOPMENT BOARD
OF WILSON COUNTY, TENNESSEE

SCHEDULE OF INSURANCE COVERAGE (UNAUDITED)

June 30, 2010

| | |
|--------------------------|-------------------------|
| Business Property | |
| Contents | \$ 75,000 |
| Deductible - \$500.00 | |
| 80% - Co-insurance | |
| Public Official Bond | |
| Chairman | 100,000 |
| Treasurer | 100,000 |
| Director | 100,000 |
| Assistant Director | 100,000 |
| Secretary | 100,000 |
| Administrative Assistant | 100,000 |
| Deductible - \$1000.00 | |
| Workers Compensation | |
| Employers Liability | 100,000/500,000/100,000 |